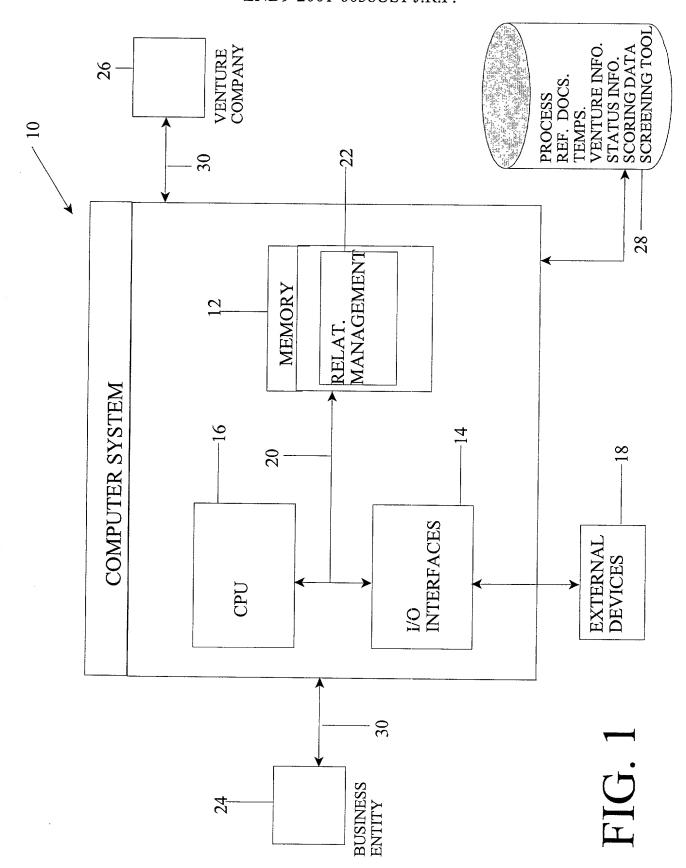
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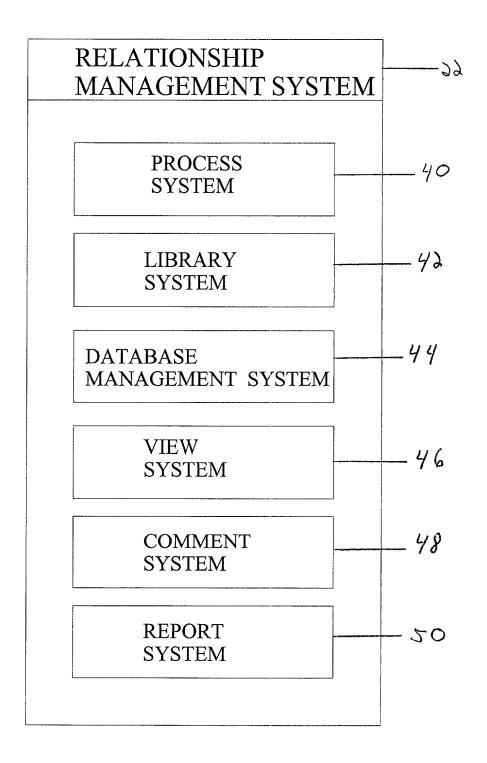


FIG. 2

FIG. 3

64 1.1.4 Get IBM Agreement for Exchange of Confidential Information (AECI) 3.3.2 Determine IBM Requirements and Negotiation Strategy for Alliance **کر** ف 79complete Alliance Agreement ---6) 3.3.1 Determine customer requirements/desires for the alliance 3.7.3 Negotiate co-marketing agreement with customer 3.8 Coordinate TMC Collaboration When Necessary 3.1.3 Gain IGS Industry Sector Executive Sponsorship 49-1 3 3.4.1 Agree to terms and conditions and language 3.7.1 Determine optimum IBM marketing strategy. 3.7.2 Comply with IBM marketing/branding policy 3.5 Coordinate Pricing 3.6 Coordinate System Assurance 3.7 Arrange Co-Marketing Plan with Customer 1.3.1 Notify Management
1.3.3 Update NVG Operations Database 2.3.3 Update NVG Operations Database 1.1.5 Receive Confidential Information 1.3.1 Post NVG Tool into Teamroom 2.3.1 Update NVG Tool in Teamroom 2.1.2 Complete Screening Steps 2.1.3 Complete Screening Checklist 1.1.1 Receive Contact from Venture 3.4.2 Assist in Negotiation Process 1.2.1 Send NVG Tool to IBM Team 3.1.1 Complete Evaluation Steps 3.2 Log Status——— 6 3.3 Complete Alliance Agreement —— 1.2.5 Receive Completed Tool 3 3.1.2 Perform Due Diligence હ 1.2.3 Complete NVG Tool 2.3.2 Notify Management 1.1.3 Meet New Venture 1.2.4 Send Tool to NVG 1.1.2 Conduct Research 1.2.2 Acquire NVG Tool 2.1.1 Score Opportunity 3.4 Complete Legal Review 0 3.1 Evaluate Opportunity -0 1.2 Submit NVG Tool 1.1 Identify Opportunity 2.1 Screen Opportunity. 1.3 Log Opportunity-1. Identification-2. Screening -3 Evaluation S N N Allianc Pricing

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	3.8.1 Determine if TMC will pursue the opportunity	3.8.2 Assign TMC marketing lead	3.8.3 Define and execute co-marketing strategy	3.9 Conduct Steering Committee Review for Go/NoGo Decision	4. Deployment (60	4.1 Implement Contract with Customer———— 6 )	4.1.1 Ensure proper invoicing	4.1.2 Update internal systems	4.1.3 Implement accounting treatment	4.2 Establish Project Office	4.2.1 Build Staffing Plan	4.2.2 Request Resources	4.2.3 Select Project Office Staff	4.2.4 Set up CLAIM	4.2.5 Communicate Status to Management	4.3 Develop Risk Assessment Planman, 62	4.4 Document Team Charter———— (6.2)	4.4.1 Identify all key roles	4.4.2 Identify Interim Executive & Management Roles	4.4.3 Establish Operational Roles and Objectives	4.5 Document Project Charter———— 63	4.6 Develop Work Plan Including WBS	4.7 Define Deployment Scorecard——— 63	4.7.1 Measure Deployment Status Against Scorecard
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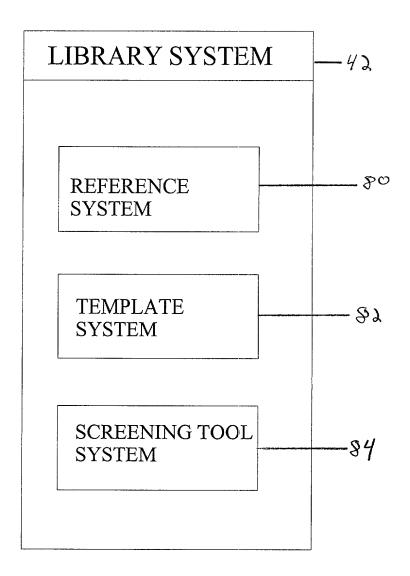


FIG. 6

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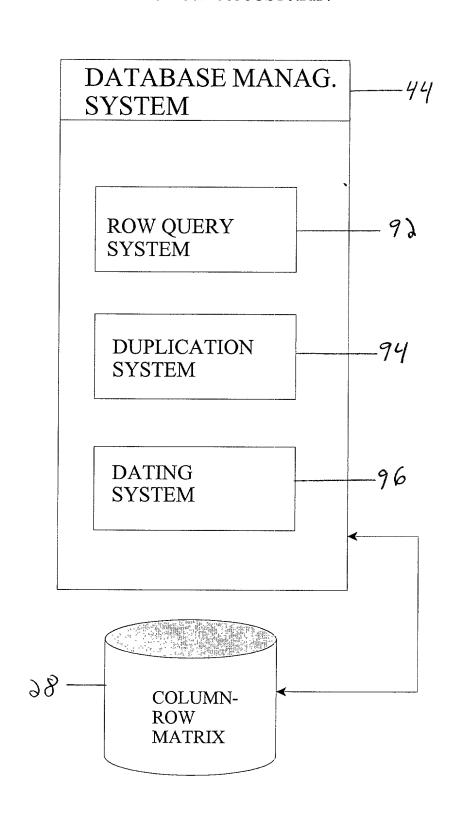
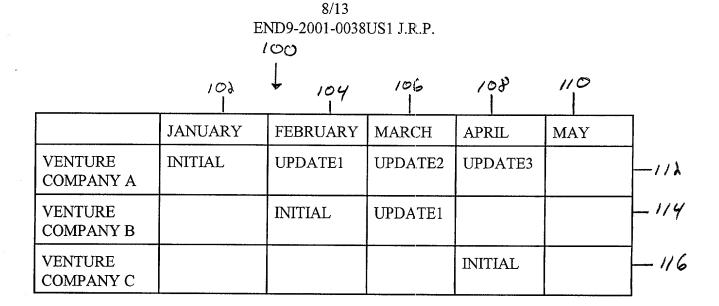


FIG. 7



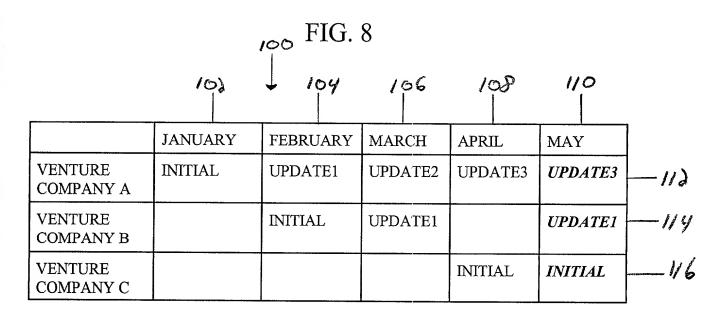
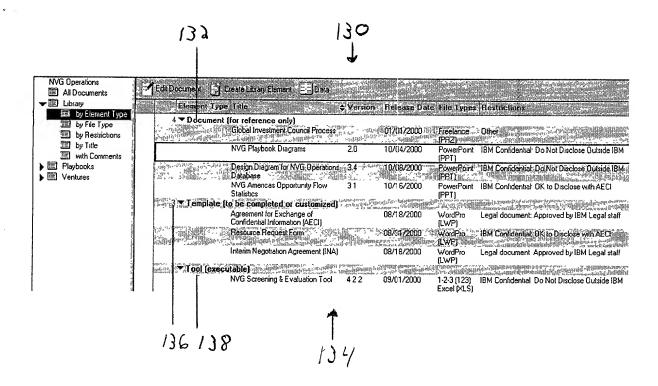


FIG. 9

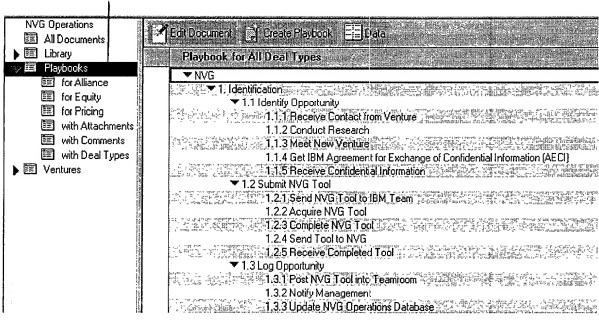
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□ by Title     □ with Comments     □ Playbooks     □ Ventures	Design Diagram for NVG Operations Document 3.4 10/08/2000 Shows relationships among 10/12/2000 10:26:10 PM Database design elements, including foims, subforms, documents, views, folders, shared
Volkales	Global Investment Council Process Document 01/01/2000 Presentation showing 09/18/2000 02:37:20 PM
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-	evaluate opportunities submitted to NVG. Gathers key data and records decisions at each phase.
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